

Message Text

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PAGE 01 JIDDA 00449 281344Z

46

ACTION NEA-06

INFO OCT-01 ISO-00 EB-05 DRC-01 RSC-01 /014 W

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R 281205Z JAN 74

FM AMEMBASSY JIDDA

TO USDOC

INFO SECSTATE WASHDC 6022

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FOLLOWING SENT ACTION JIDDA INFO ABU DHABI KUWAIT JAN 23 FROM
DHAHRAN REPEATED FOR YOUR INFO

QUOTE

DHAHRAN 66

E.O. 11652: N/A

TAGS: BDIS, SA

SUBJECT: PROBLEMS WITH US EXPORTERS

1. CAUDILL ROWLETT AND SCOTT (CRS), WHICH SUPERVISING CONSTRUCTION OF CPM EXPANSION BY CCC, TOLD ME TODAY THAT FOR SOME TIME AMERICAN FIRMS HAD FAILED TO OFFER BIDS ON BUILDING SUPPLIES AND FURNISHINGS, EVEN WHEN CRS HAD SPECIFIED PARTICULAR AMERICAN PRODUCT. CONTRACTOR WOULD OFTEN WRITE OR CABLE THREE OR FOUR TIMES, AND FINALLY CRS WOULD INTERCEDE, OFTEN UNSUCCESSFULLY.

2. AFTER MUNICH MASSACRE, LACK OF RESPONSE CONTINUED, BUT SOME FIRMS REPLIED WITH INSULTING LETTERS, ASSOCIATING CCC WITH TERRORISTS.

3. SITUATION EVEN WORSE SINCE OCTOBER WAR AND OIL EMBARGO. FOR EXAMPLE, THREE MILLION DOLLAR FURNITURE AND EQUIPMENT ORDER RESULTED IN INSULTING LETTER, AS HAS BEEN CASE WITH SMALL ORDERS. CRS SPECULATES LARGE US MANUFACTURERS HAVE SUFFICIENT MARKET AT HOME AND CAN AFFORD VENT THEIR VIXNCEPT OF SELF-RIGHTEOUSNESS IN THIS WAY. CRS NOTES, HOWEVER, THAT SMALLER SUPPLIERS HAVE DONE EXTREMELY WELL HERE. CRS WILL FURNISH ME COPIES INSULTING LANGUAGE, WHICH I WILL POUCH. AS YOU KNOW, SUCH INSULTS NOT EASILY FORGOTTEN
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BY ARABS.

4. I DO NOT THINK DEPARTMENT OF COMMERCE PUBLICATIONS ADEQUATE
TO AIR AND/OR CORRECT THIS PROBLEM. SUGGEST SMALL FRONT
PAGE ITEM WALL STREET JOURNAL OR NEWSWEEK PERISCOPE, COUPLED WITH
ACTIOMOVIA N.A.M., MIGHT BE MORE EFFECTIVE.

29. INFO ADDRESSEES MAY WISH COMMENT. SIGNED BAHTI UNQUOTE AKINS

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: TRADE PROMOTION, FOREIGN INVESTMENT, NEWSPAPERS
Control Number: n/a
Copy: SINGLE
Draft Date: 28 JAN 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: morefirh
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: n/a
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Handling Restrictions: n/a
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ISecure: 1
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Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
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Review Comment: n/a
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Review Date: 01 MAY 2002
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